

## Message Text

PAGE 01 STATE 290906  
ORIGIN COME-00

INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-08 /031 R

DRAFTED BY COM/OIM/SAD/CSATKINS/DCG  
APPROVED BY EB/OCA/CM/JJREILLY  
COM/OIM/SAD/WALE  
COM/IGT/OIM/SMILLER  
COM/OIM/DM/CJBARRETT

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P R 062255Z DEC 77  
FM SECSTATE WASHDC  
TO AMEMBASSY ATHENS PRIORITY  
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PASS TO RTDO KINNEAR

E.O. 11652:NA

TAGS: BEXP, TU

SUBJECT: ELECTRICAL ENERGY SYSTEMS TRADE MISSION

REF: (A) USDOC 22358 (B) BAGHDAD 2064 (C) ATHENS 10871

1. WILLIAMS AND LANE HAS DROPPED OUT. NOW HAVE NINE PA'S AND CHECKS IN HAND.
2. BROCHURE TEXT INCLUDED HEREIN AS PER REQUEST REF C. BECAUSE OF TIME CONSTRAINTS, WE WILL PRINT BROCHURE IN ENGLISH WITH MAILING TO EACH POST BY APO OR POUCH HOPE-UNCLASSIFIED

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FULLY ON DECEMBER 22. TEXT FOLLOWS:

A. ALLIS-CHALMERS CORPORATION, 8050 HOSBROOK, CINCINNATI, OHIO 45236, W.S. GROGAN, INTERNATIONAL MARKETING MANAGER; WILLIAM CARLYON, MANAGER, MARKETING AND CUSTOMER SERVICE.

ALLIS-CHALMERS IS A HIGHLY DIVERSIFIED, MULTINATIONAL MANUFACTURER OF CAPITAL AND CONSUMER GOODS THAT ARE AIMED AT BASIC MARKETS---PROCESSING, MINING, AGRICULTURAL, INDUSTRIAL, ELECTRICAL, CONSUMER AND GOVERNMENT. WITHIN

THE FIRM HAS BEEN ASSEMBLED ONE OF THE BROADEST GROUPS OF ENGINEERING SPECIALIZATION IN ALL INDUSTRY, PROVIDING INTERRELATED ENGINEERING KNOWHOW, EXPERTISE AND EXPERIENCE.

IN ELECTRICAL ENERGY SYSTEMS, ALLIS-CHALMERS SERVES UTILITIES AND INDUSTRY THROUGHOUT THE WORLD; TO CONVERT ELECTRICITY TO MECHANICAL POWER...TO CONTROL AND PROTECT ELECTRICAL SYSTEMS AND DEVICES...TO GENERATE ELECTRICAL ENERGY...TO REGULATE AND FACILITATE ITS TRANSMISSION AND DISTRIBUTION.

THE COMPANY IS FOREMOST IN THE HYDROELECTRIC FIELD IN THE MANUFACTURE OF HYDRAULIC AND PUMP/TURBINES INCLUDING PUMP STORAGE TECHNIQUES. IT HAS WORLDWIDE REPRESENTATION WITH OFFICES, DISTRIBUTORS AND SUPPLY POINTS STRATEGICALLY LOCATED TO SERVE ITS CUSTOMERS.

B. BABCOCK AND WILCOX CO., 161 E. 42ND STREET, NEW YORK, NEW YORK 10017, ROBERT S. CHASE, DIRECTOR, INT'L. MKTG.; H.G. POHLE, MANAGER, INTERNATIONAL BUSINESS.

THE BABCOCK AND WILCOX COMPANY, FOUNDED IN 1867, IS A LEADING SUPPLIER OF NUCLEAR AND FOSSIL FUEL FIRED STEAM UNCLASSIFIED

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GENERATING AND AUXILIARY EQUIPMENT TO UTILITIES AND INDUSTRIAL USERS IN THE USA AND THROUGH A NETWORK OF LICENSEES, THROUGHOUT THE WORLD. ALTHOUGH ITS PRIMARY EFFORT RELATES TO ENERGY SYSTEMS, OTHER MAJOR DIVISIONS MANUFACTURE QUOTE ENGINEERING MATERIALS UNQUOTE SUCH AS TUBULAR PRODUCTS AND REFRACTORIES AND QUOTE INDUSTRIAL AUTOMATION EQUIPMENT UNQUOTE ENCOMPASSING POWER AND PROCESS CONTROL SYSTEMS, INSTRUMENTS, AND AUTOMATED TOOLS AND SPECIAL CONTROL VALVES.

B AND W EMPLOYS ABOUT 40,000 MEN AND WOMEN IN 35 MAJOR FACILITIES AROUND THE WORLD WITH SHIPMENTS OF EQUIPMENT, MATERIAL, AND SERVICES IN EXCESS OF DOLLARS 1.5 BILLION YEARLY.

THE QUOTE ENERGY SYSTEMS UNQUOTE DIVISION, INCLUDING THE LARGE POWER GENERATION GROUP AVERAGE 75 PERCENT OF B AND W'S TOTAL SHIPMENTS. FOSSIL FUEL FIRED STEAM GENERATING UNITS (BOILERS) IN SIZES RANGING FROM 10 MEGAWATTS TO 1,300 MEGAWATTS ARE DESIGNED AND MANUFACTURED FOR ANY REQUIRED PRESSURE AND TEMPERATURE. INCLUDED IN THE COMPANY'S STANDARD SCOPE OF BOILER EQUIPMENT ARE COMBUSTION CONTROLS AND COMPUTERIZED SYSTEMS MANUFACTURED BY ITS SUBSIDIARY, BAILEY METER CO.; AUTOMATED BOILER CLEANING SYSTEMS BY ITS SUBSIDIARY, DIAMOND POWER SPECIALTY CO.; CARBON STEEL AND ALLOY TUBING BY THEIR TUBULAR PRODUCTS DIVISION; REFRACTORIES AND INSULATION BY THEIR REFRAC-

TORIES DIVISION; AND SPECIALTY CONTROL VALVES BY A  
SUBSIDIARY, THE CONTROL COMPONENTS, INC. THE COMPANY,  
THROUGH ITS SUBSIDIARY, THE B AND W CONSTRUCTION CO., ALSO

ERECTS UTILITY PLANTS AND OTHER INDUSTRIAL FACILITIES.

B AND W IS ALSO A MAJOR SUPPLIER OF NUCLEAR STEAM  
GENERATING SYSTEMS AND RELATED IN-SERVICE INSPECTION  
EQUIPMENT AND IS A LEADING SUPPLIER OF NUCLEAR FUEL FOR  
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UTILITY USE AND MARINE PROPULSION.

C. COMBUSTION ENGINEERING INC., 1000 PROSPECT HILL  
RD., WINDSOR, CT. 06095, WILLIAM J. FLEMING, VICE  
PRESIDENT, INTERNATIONAL SALES; ALEXANDER SIVAS,  
DIRECTOR, INTERNATIONAL SALES.

COMBUSTION ENGINEERING IS A DIVERSIFIED CORPORATION  
PROVIDING A VARIETY OF ENERGY RELATED PRODUCTS, SYSTEMS  
AND ENGINEERING SERVICES WORLDWIDE TO ELECTRIC UTILITY,  
PETROLEUM, PETROCHEMICAL, METALLURGICAL AND OTHER  
INDUSTRIAL MARKETS. THE COMPANY HAS OVER 42,000 EMPLOYEES  
AND ITS SALES TOTALED DOLLARS 1.8 BILLION IN 1976.

MAJOR TYPES OF EQUIPMENT AND SERVICES INCLUDE:  
NUCLEAR AND FOSSIL-FUELED  
STEAM GENERATING SYSTEMS FOR ELECTRIC UTILITIES; DESIGN,  
ENGINEERING AND CONSTRUCTION SERVICES FOR THE PETROLEUM,  
PETROCHEMICAL AND CHEMICAL PROCESS INDUSTRIES; OIL AND GAS  
WELLHEAD AND PRODUCTION PROCESSING EQUIPMENT, INDUSTRIAL  
BOILERS, REFRACTORIES, MINERALS AND BUILDING PRODUCTS.

SPECIFICALLY FOR THE ELECTRIC UTILITY INDUSTRY COMBUSTION  
ENGINEERING OPERATING UNITS SUPPLY STEAM GENERATING  
SYSTEMS AND EQUIPMENT FOR THE ELECTRIC UTILITY INDUSTRY.  
IN THE FOSSIL FIELD THE COMPANY DESIGNS, MANUFACTURES,  
INSTALLS, CONVERTS AND SERVICES SYSTEMS AND EQUIPMENT  
FUELED BY COAL, NATURAL GAS OR OIL, INCLUDING NATURAL  
CIRCULATION, CONTROLLED CIRCULATION AND COMBINED CIRCULATION  
STEAM GENERATORS. IN THE NUCLEAR FIELD, THE  
COMPANY DESIGNS, MANUFACTURES AND SUPPLIES COMPLETE  
PRESSURIZED-WATER NUCLEAR STEAM SUPPLY SYSTEMS, AND  
FABRICATES NUCLEAR FUEL.  
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POWER SYSTEMS WAS THE CORNERSTONE OF THE ORIGINAL COMBUS-  
TION ENGINEERING ORGANIZATION AND IS NOW THE COMPANY'S  
LARGEST OPERATING UNIT. THE POWER SYSTEMS GROUP'S  
ACTIVITIES ARE ALMOST TOTALLY RELATED TO THE MARKET

FOR ENERGY EQUIPMENT, AND MORE IMPORTANT, TO THE WORLDWIDE GROWTH IN ELECTRIC POWER CONSUMPTION.

D. CURTIS-WRIGHT, ONE PASSAIC ST., WOODRIDGE, N.J. 07075,  
S. VAN DER LINDEN, MARKETING DIRECTOR.

CURTIS-WRIGHT IS A PUBLICLY OWNED U.S. MULTI-DIVISION CORPORATION WITH SIXTEEN PLANTS IN THE UNITED STATES AND SEVEN PLANTS OVERSEAS. IN 1976, REVENUES WERE OVER 336 MILLION DOLLARS. THE MAJOR PRODUCT AREAS OF CURTIS-WRIGHT INCLUDE GAS TURBINE DRIVEN POWER SYSTEMS, NUCLEAR COMPONENTS FOR MARINE PROPULSION SYSTEMS, PROCESS EQUIPMENT AND WATER MANAGEMENT SYSTEMS (DORR-OLIVER INC. 65 PERCENT OWNED BY CURTIS-WRIGHT) AIRCRAFT AND ENGINE COMPONENTS AND VARIOUS SPECIALIZED METALWORKING FABRICATION PLANTS.

THE CORPORATION BEARS THE NAME OF EARLY AMERICAN PIONEERS IN THE AVIATION AREA; NAMELY GLENN CURTISS AND THE WRIGHT BROTHERS, WILBUR AND ORVILLE. THE EARLY HISTORY OF CURTISS-WRIGHT (1914-1960) SHOWS THAT THE MAJOR PRODUCTS WERE PRIMARILY IN THE AIRCRAFT FIELD, AND THE CORPORATION WAS KNOWN FOR MANY YEARS AS THE PRODUCER OF THE FAMOUS WRIGHT WHIRLWIND AIRCRAFT ENGINE WHICH MADE POSSIBLE COMMERCIAL AVIATION AS WE KNOW IT TODAY. IN 1955, THE CORPORATION, AS PART OF ITS DIVERSIFICATION PLAN, APPLIED THE ADVANCED TECHNOLOGY SKILLS OF THE AIRCRAFT MARKET TO THE INDUSTRIAL AND NUCLEAR FIELD. IN 1976, THE CORPORATION'S BUSINESS WAS ALMOST 90 PERCENT INDUSTRIAL AND NUCLEAR, AND THE REMAINING AEROSPACE ORIENTED. TWO WELL-KNOWN PRODUCTS TO EMERGE FROM THE INDUSTRIAL AREA UNCLASSIFIED

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INCLUDE THE ROTARY ENGINE (WANKEL) IN WHICH THE CORPORATION HAS BEEN ACTIVELY ENGAGED IN ENGINEERING DEVELOPMENTS FOR USE IN COMMERCIAL APPLICATIONS AND MILITARY POWER GENERATION. EACH OF THESE PRODUCT LINES DEMAND EXCELLENCE IN ENGINEERING, FOR WHICH CURTISS-WRIGHT HAS ALWAYS BEEN NOTED.

THE POWER SYSTEMS OPERATION OF CURTIS-WRIGHT, LOCATED IN WOODRIDGE, NEW JERSEY, IS RESPONSIBLE FOR THE DESIGN, MANUFACTURE, INSTALLATION, COMMISSIONING AND AFTER-SALES SERVICE SUPPORT OF INDUSTRIAL GAS TURBINE POWER PLANTS. THE WOODRIDGE FACILITY CONTAINS ALMOST 93,000 SQUARE METERS OF FLOOR SPACE DEVOTED TO GAS TURBINES. THIS INCLUDES DESIGN, MANUFACTURE AND TEST AREAS FOR INDUSTRIAL GAS TURBINES, FACTORY INSPECTION AND REPAIR OF GAS TURBINES, AND RESEARCH AND DEVELOPMENT ACTIVITIES RELATING TO ADVANCE GAS TURBINE UNITS.

E. DOW CORNING CORPORATION, MIDLAND, MICHIGAN 48640,

JOHN F. DEXTER, MANAGER, ELECTRICAL INDUSTRY DEVELOPMENT;  
JACK BROSER, MANAGER, REGIONAL BUSINESS DEVELOPMENT.

DOW CORNING WAS INCORPORATED IN 1943 BY CORNING GLASS AND  
DOW CHEMICAL TO DEVELOP AND PRODUCT SILICONES. CORNING  
GLASS CONTRIBUTED TO DOW CORNING ITS NEWLY-DEVELOPED  
SILICONE TECHNOLOGY AND DOW CHEMICAL CONTRIBUTED EXPERTISE  
IN THE MANUFACTURE OF CHEMICALS. IT IS THE FOUNDER AND  
WORLD LEADER IN THE FIELD OF SILICONES, AND ONE OF THE  
MAJOR PRODUCERS OF SEMICONDUCTOR GRADE SILICON. THE  
COMPANY HAS DEVELOPED THOUSANDS OF MATERIALS BASED ON THE  
CHEMISTRY AND THE PHYSICS OF THE SILICON ATOM OVER A 35  
YEAR HISTORY. CURRENTLY, THE COMPANY HOLDS OVER 5000  
SILICONE PATENTS. DOW CORNING HAS PRODUCTION FACILITIES  
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IN THE MAJOR INDUSTRIAL AREAS OF THE WORLD, AND SALES  
OFFICES IN 35 COUNTRIES SERVE ALMOST EVERY NATION.  
WORLDWIDE SALES IN 1977 WERE APPROXIMATELY DOLLARS 400  
MILLION.

DOW CORNING IS WORKING CLOSELY WITH THE SOLAR ENERGY  
INDUSTRIES IN DEVELOPING AND SUPPLYING A WIDE VARIETY OF  
SPECIAL AND HIGHLY DURABLE SILICON AND SILICONE MATERIALS,  
SPECIFICALLY DESIGNED TO ASSIST SOLAR ENGINEERS,  
ARCHITECTS, AND MANUFACTURERS IN THE DESIGN, CONSTRUCTION,  
AND INSTALLATION OF BOTH ACTIVE AND PASSIVE SOLAR ENERGY  
SYSTEMS--FROM MEDIUM TO HIGH TEMPERATURE COLLECTORS TO  
HEAT ENGINES AND SOLAR ELECTRIC CELLS. IT HAS DEVELOPED  
A SOLAR ELECTRIC GENERATOR MODULE FOR USE IN DEVELOPING  
NATIONS. EACH GENERATOR PRODUCES 500 WATT HOURS OF  
ELECTRIC ENERGY EACH DAY OF 1.0KW/M2 INSOLATION,  
CONCENTRATED FIVE FOLD BY ALUMINUM REFLECTORS ONTO 72  
SILICON SOLAR CELLS. THE GENERATOR TRACKS THE SUN BY  
ROTATING ON A POLAR AXIS MOUNTING POWERED BY A SIMPLE  
THERMAL ACTUATOR. SILICONES PROTECT THE REFLECTING  
CONCENTRATOR SURFACES, SOLAR CELLS AND CELL CONNECTIONS,  
AND WIRING.

F. GENERAL ELECTRIC COMPANY, 570 LEXINGTON AVE.,  
NEW YORK, NEW YORK 10022. JAMES A. SMITH, MANAGER,  
POWER DELIVERY TECHNICAL RESOURCES OPERATIONS.

IN MANUFACTURING AND TECHNOLOGY, THE GENERAL ELECTRIC  
COMPANY IS ONE OF THE LARGEST INDUSTRIAL COMPANIES IN  
THE WORLD. WITH 380,000 PEOPLE LOCATED IN MORE THAN 300  
PLANTS IN 25 COUNTRIES, GENERAL ELECTRIC MAKES OVER  
250,000 DIFFERENT PRODUCTS.

GENERAL ELECTRIC BECAME ONE OF THE FIRST COMPANIES IN  
THE WORLD TO CARRY OUT INDUSTRIAL RESEARCH--THE PRACTICE OF  
A MANUFACTURER GENERATING ITS OWN SCIENTIFIC DISCOVERIES.

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AND TODAY, THIS TRADITION IS CARRIED ON IN GE RESEARCH AND ENGINEERING LABORATORIES. EARLY DISCOVERIES BROUGHT NEW PRODUCTS, NEW MATERIALS AND PROCESSES TO IMPROVE THEM, AND NEW SERVICES TO SUPPORT THESE PRODUCTS.

TODAY, THE NAME GENERAL ELECTRIC MEANS NEW DEVELOPMENTS IN PRODUCTS AND SERVICES FOR THE GENERATION AND DELIVERY OF ELECTRICAL POWER. GENERAL ELECTRIC DESIGNS, SELLS AND CONSTRUCTS NUCLEAR AND THERMAL POWER-PLANTS TO GENERATE POLLUTION-FREE ELECTRICITY, CLEAN-RUNNING GAS TURBINES TO PROVIDE SUPPLEMENTARY AND PEAKING POWER; AND A FULL LINE OF PRODUCTS FOR THE TRANSMISSION AND DISTRIBUTION OF ELECTRICAL ENERGY.

IT MEANS CONTRIBUTIONS IN THE PETROCHEMICAL AND PIPELINE AREAS: GAS TURBINES, MECHANICAL DRIVE TURBINES, LARGE METERS AND WATERFLOOD SYSTEMS.

IT MEANS PRODUCTS THAT MAKE CONSTRUCTIVE NEW USES OF ELECTRICAL POWER: GAS TURBINES, MECHANICAL DRIVE TURBINES, LARGE METERS AND WATERFLOOD SYSTEMS.

IT MEANS PRODUCTS THAT MAKE CONSTRUCTIVE NEW USES OF ELECTRICAL POWER: OUTDOOR AND INDOOR LIGHTING; NEW HOME APPLIANCES SUCH AS COMPACT, AUTOMATIC DRYERS AND SPEEDY MICROWAVE OVENS TO MAKE HOUSEWORK EASIER.

MOST IMPORTANT, IT MEANS PRODUCTS AND SERVICES THAT DAILY HELP PEOPLE WORLDWIDE THROUGH CONTINUING ADVANCES IN TECHNOLOGY.

G. MC GRAW-EDISON COMPANY, POWER SYSTEMS DIVISION,  
BOX 440, CANONSBURG, PENNSYLVANIA 15317. P. RAYMOND  
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ORENS, VICE PRESIDENT INTERNATIONAL OPERATIONS;  
A.J. VERHOEVEN.

FOUNDED IN 1900, MC GRAW-EDISON COMPANY IS A MANUFACTURER AND MARKETER OF ELECTRICAL PRODUCTS FOR THE CONSUMER, INDUSTRIAL AND UTILITY MARKETS. THE COMPANY EMPLOYS 24,000 PEOPLE AND OPERATES 95 MANUFACTURING FACILITIES. 1976 SALES EXCEEDED USDOLLARS 1,000 MILLION FOR THE FIRST TIME IN THE HISTORY OF THE COMPANY, AND WE'LL ALSO DO SO IN 1977.

POWER SYSTEMS DIVISION IS ONE OF THE THREE LARGEST U.S. MANUFACTURERS OF POWER TRANSMISSION AND DISTRIBUTION

EQUIPMENT FOR ELECTRIC UTILITIES. INCLUDED IN ITS PRODUCT SCOPE ARE POWER AND DISTRIBUTION TRANSFORMERS, CIRCUIT BREAKERS AND RECLOSERS, VOLTAGE REGULATORS AND POWER FACTOR CORRECTION CAPACITORS, FUSING EQUIPMENT AND SURGE ARRESTERS, AND LINE CONSTRUCTION HARDWARE.

IN 1977, POWER SYSTEMS DIVISION IS CELEBRATING ITS 50TH YEAR OF ACTIVITY IN THE INTERNATIONAL MARKETING OF ITS PRODUCTS. THE INTERNATIONAL OPERATIONS HEADQUARTERS IN CANONSBURG, PENNSYLVANIA EMPLOYS 25 PEOPLE IN THE AREAS OF LICENSING AND TECHNICAL ASSISTANCE, PRODUCT SALES, AND CUSTOMER SERVICE WHO WORK WITH OUR FIFTY OVERSEAS SALES REPRESENTATIVES TO SERVE OUR CUSTOMERS.

H. PLANNING RESEARCH CORPORATION, 1850 K STREET, N.W., WASHINGTON, D.C. 20006. TRAVIS REX DYER, SENIOR ASSOCIATE.

PLANNING RESEARCH CORPORATION (PRC) IS A LARGE MULTINATIONAL PROFESSIONAL SERVICES ORGANIZATION ENGAGED IN DESIGN AND ENGINEERING SUPPORT FOR ENERGY AND DEVELOPMENT THROUGHOUT THE WORLD. PRC DOES NOT MANUFACTURE ANY HARDWARE AND AS A RESULT OFTEN CONSULTS WITH PRIVATE UNCLASSIFIED

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CLIENTS AND NATIONAL GOVERNMENTS ON THE PROCUREMENT OF HARDWARE SYSTEMS.

ACTIVITIES SPAN THE ENTIRE SPECTRUM OF ENERGY PROGRAMS INCLUDING: NATIONAL LEVEL ENERGY PLANNING; RESEARCH AND ANALYSIS IN THE AREAS OF SOLAR HEATING AND COOLING SYSTEMS, SOLAR THERMAL INDUSTRIAL PROCESS APPLICATIONS, SOLAR ELECTRIC SYSTEMS, SOLAR POWERED SATELLITE, PHOTOVOLTAIC, WIND CONVERSION, BIOMASS AND OCEAN THERMAL CONVERSION. ONE OF PRC'S CURRENT EFFORTS IS PROVIDING MANAGEMENT AND TECHNICAL SUPPORT TO THE U.S. DEPARTMENT OF ENERGY'S NATIONAL SOLAR HEATING AND COOLING DEMONSTRATION PROGRAM. IN THIS CAPACITY, THEY ARE RESPONSIBLE FOR THE REVIEW OF SYSTEMS DESIGN, DATA COLLECTION AND ANALYSIS OF COMPONENT AND SYSTEM PERFORMANCE, ENGINEERING ANALYSIS TO ENHANCE THE PERFORMANCE AND THE COST EFFECTIVENESS OF SOLAR SYSTEMS, AND ENGINEERING SUPPORT IN THE AREA OF RESEARCH AND DEVELOPMENT ON ADVANCED SOLAR HEATING AND COOLING SYSTEMS. AS PART OF THIS ENGINEERING AND PLANNING EFFORT, PRC CONDUCTED A FEASIBILITY STUDY AND PRELIMINARY DESIGN ON THE UTILIZATION OF SOLAR HEATING AND COOLING EQUIPMENT FOR THE WHITE HOUSE.

I. WESTINGHOUSE ELECTRIC CORPORATION, GATEWAY CENTER, PITTSBURGH, PENNSYLVANIA 15222. FRANK DELZIO, VICE PRESIDENT, MID EAST/AFRICA.

WESTINGHOUSE ELECTRIC CORPORATION, INCORPORATED IN 1872 AND HEADQUARTERED IN PITTSBURGH, PENNSYLVANIA, IS OWNED BY OVER 200,000 STOCKHOLDERS. ITS PRINCIPAL BUSINESS IS THE MANUFACTURE AND SALE OF EQUIPMENT FOR THE GENERATION, TRANSMISSION, UTILIZATION AND CONTROL OF ELECTRICITY. IT IS GENERALLY REGARDED AS THE SECOND LARGEST PRODUCER  
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OF ELECTRICAL AND MUCH OF THE RELATED MECHANICAL EQUIPMENT, INCLUDING STEAM AND GAS TURBINES, REQUIRED BY POWER COMPANIES, RAILROADS, CITY TRANSIT SYSTEMS AND INDUSTRIAL PLANTS; SHIP PROPULSION AND ELECTRICAL EQUIPMENT FOR THE MARINE INDUSTRY; ELECTRICAL AND ELECTRONIC SYSTEMS, INSTRUMENTATION AND OTHER EQUIPMENT FOR THE AEROSPACE INDUSTRY; AND PRODUCTS FOR THE CONSTRUCTION INDUSTRY. WESTINGHOUSE DEVELOPS, DESIGNS AND FURNISHES NUCLEAR POWER PLANT EQUIPMENT AND FUEL FOR THE GENERATION OF ELECTRICITY. WESTINGHOUSE OPERATES SOME 230 MANUFACTURING PLANTS, 106 OF WHICH ARE LOCATED IN THE U.S. DURING 1976, THE CORPORATION EMPLOYED AN AVERAGE OF 123,000 PERSONS IN THE UNITED STATES. IN ADDITION SUBSIDIARIES EMPLOYED AN AVERAGE OF 38,000 PEOPLE LOCATED OUTSIDE THE U.S. 1976 SALES AMOUNTED TO APPROXIMATELY DOLLARS 6.1 BILLION. EXPORT SALES AND SALES BY SUBSIDIARIES OUTSIDE THE U.S. AMOUNTED TO APPROXIMATELY 31 PERCENT OF THE TOTAL. VANCE

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## Message Attributes

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**Capture Date:** 22-Sep-1999 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
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**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Source:** ADS  
**Document Unique ID:** 00  
**Drafter:** COM/OIM/SAD/CSATKINS/DCG  
**Enclosure:** n/a  
**Executive Order:** 11652 NA  
**Errors:** n/a  
**Expiration:**  
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**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
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**Review Action:** RELEASED, APPROVED  
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**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
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**SAS ID:** 119211  
**Secure:** OPEN  
**Status:** NATIVE  
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**TAGS:** BEXP, TU  
**To:** ATHENS INFO JIDDA MULTIPLE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/18f45dfc-c188-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009